

T.H.E. Machines Yvonand SA is a dynamic company in constant expansion. We develop, design and manufacture machines and complete production lines dedicated for the Tube & Cable Industry, processing both metals and plastics. Our in-depth know-how covers segments ranging from Irrigation pipe production to Multilayer composite pipes and Laser cross welding of metal tapes.

In order to strengthen our sales team and support the global growth of our business, we are seeking a :

Area Sales Manager

Your mission:

- You deal with all sales activities for products, solutions and services dedicated to the segments covered by our products portfolio on specific international markets
- Your daily duties cover the commercial prospecting, the promotion and the acquisition activities
- You develop and implement the sales strategy for your area together with Sales & Marketing Team in order to achieve company's objectives
- You analyse the technical specifications for the establishment of technical and commercial proposal
- You build loyalty in your customer portfolio.
- You provide market analysis to develop sales and feedback related to products
- You drive the contract negotiation and ensure clients are timely served and satisfied
- You manage and maximize the sales performance in your region independently, including the development and expansion of excellent customer relationship management, the organization of trade fairs and other Sales & Marketing events

Your profile:

- Minimum 7 years of successful experience in sales related to technical equipment or/and solution, in industrial environment
- Education or Bachelor's degree in Electrical or Mechanical engineering
- Business Fluent in English and in French. Fluency in German is a strong plus
- Experience on international markets with multicultural customer
- Strong selling skills and ability to influence at all levels within external customers
- Ability to integrate in a team and work in good cooperation and able to well organize his work and storage of information
- Communicative, independent, rigorous, precise and committed personality
- Proactive sales nature, engaged and with a high sense of responsibility
- Capability to create strong relationship with customer and good technical understanding
- Availability to travel from time to time internationally to meet Customers



EXCELLENCE IN PRODUCTION TECHNOLOGY

We offer:

- Attractive salary package and comprehensive social benefits
- Careful training in the future products portfolio and work area
- High level of autonomy and support from a friendly and competent back-office team

Are you looking for a new challenge in which you can actively participate to positively influence the success of your company? We would be happy to meet you!

Please send your complete application documents to :

THE Machines Yvonand SA, HR department, rue de l'Industrie 5, 1462 Yvonand

nobs.c@the-machines.ch